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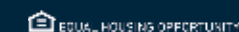
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► publisher's note

Dear NOVA Real Producers & valued Partners,

As I write this Publisher's Note, some six weeks in advance of its publication date, our nation is in the midst of a powerful movement seeking justice and an end to systemic racism. This magazine exists for you to hear the voices and stories of your colleagues in the real estate industry, not my personal views, but I would like to at least share this: *I stand against racism and police brutality against people of color.* This is not a political stance — it's a reflection of my love for all people and my vision for a nation that is finally just and peaceful.

This magazine has always served as a tool for building community. I, along with my fellow team members at *NOVA*

Real Producers, believe no community can be healthy and prosperous so long as racism exists. We stand alongside every team member, real estate agent, and advertising partner who has ever had to suffer the overwhelming injustice of racism and prejudice.

As a magazine publisher, I have a platform to encourage change, and I don't take this lightly. My hope is that this magazine, which continues to introduce you to influencers within the community — sharing their personal passions, experiences, and values — will serve as a vehicle for positivity and possibly even for challenging your perspective. Hard conversations are rightfully being had all around us,

and here at *NOVA Real Producers*, we are committed to our mission of connecting, elevating, and inspiring; we will continue our own dialogue about who we are, and who we want to be, as a collective group of real estate industry leaders.

Ours, I am proud to say, is a community that supports and cherishes every single agent and partner, and I hope you will always feel welcomed and encouraged to share your unique story with us.

With love and gratitude,



Kristin Brindley

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Local Entrepreneur Launches SafeTree PPE

Filling a Need for Personal Protective Equipment

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Summary

- In May 2020, Mitch Felix, Kristin Brindley, and Alby Luciani co-founded SafeTree PPE.
- SafeTree PPE was born with the vision of being a transparent, community-focused partner in the PPE marketplace.
- SafeTree is, at its core, a relationship-centered business. They seek to leverage community connections to provide PPE with integrity.
- SafeTree serves individuals, businesses, health-care facilities, and government entities from large to small.



BROOKEVILLE, MD, July 1, 2020 — The need for PPE is clear. Yet, reliable companies are lacking. Coming from a place of education and contribution, *DC Metro Real Producers’* Publisher Kristin Brindley founded SafeTreePPE alongside co-founders Mitch Felix and Alby Luciani. SafeTree PPE was born with the vision of being a transparent, community-focused partner in the PPE marketplace.



Kristin Brindley



Alby Luciani



Mitch Felix

Built on Community Values

SafeTree started as a relationship-building business. In our digital world, customers still prefer personal connection. SafeTree PPE leverages community connections to provide PPE with integrity. As Kristin says, “We’re not creating a one-time client. We’re creating relationships.”

“The spirit of SafeTree PPE is about transparency,” co-founder Alby Luciani adds. “Our goal is to provide safe, approved, high quality, and well-priced PPE of all kinds as America goes back to work.”

SafeTree serves individuals, businesses, healthcare facilities, and

government entities, from large to small. Their goal is to offer customers a variety of PPE options to fit their needs, including several N95 mask styles, gloves, surgical gowns, hand sanitizer, and much more.

“Our salespeople have the ability to leverage the personal connections they have within their communities and approach conversations from a perspective of trust. That’s where the name SafeTree came from. The tree trunk is the supply, and all of our salespeople are the branches into their communities.”



Kristin Brindley, Co-Founder:
Serving the U.S. and the
Global Community

Three words show up on Kristin’s phone daily: legacy, impact, and growth. “I ask myself, ‘What am I doing to create these things in the lives of my family and the people around me? How am I moving the needle every day?’”

With genuine warmth and relentless determination, Kristin brings incredible value to those in her community through the businesses she runs. Alongside her role as a co-founder of SafeTree PPE, she is the publisher and president of *DC Metro Real Producers Magazine* and *NOVA Real Producers Magazine*.

Kristin’s success has not come without challenges. In 2013, she survived cervical cancer while Kellie, her wife, was pregnant. “I went through about 40 radiation treatments. I learned a lot about myself and the people around me during that time,” Kristin says. “I now look at things like working out as something I get to do, not have to do. There is so much to be grateful for.”

Kristin continues to carry that immense gratitude into all aspects of her life — including her new venture with SafeTree PPE.

Relationships First

SafeTree PPE has created an atmosphere of collaboration, and it’s not the norm in this industry.

“We want to reach everyone,” Alby says. “Even the rural communities that don’t have the right brokers...We want to be the pipeline to get the Amer-

ican public access to the equipment that they need. They’ve never needed PPE before, and we’re providing it in a way that does not take advantage of people. We’re trying to hold people’s hand through the new normal.”

“We can’t do what we do without serving our communities,” Mitch Felix adds. “When we sell our product, it’s important to remember that we’re saving lives. The next sale that we make may save a life.”

For more information, please contact Kristin Brindley at 202-926-3359, email kristin@safetreeppe.com, or visit the SafeTree PPE website at www.safetreeppe.com.

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How does the 2020 pandemic market compare to the market plunge of 2008?

What have you done to build and maintain resilience for your business?



KELLY KATALINAS
FAIRWAY INDEPENDENT
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In my opinion, interest rates are still at all-time lows during this pandemic. This allows purchasers who might not have qualified before to move into the purchase market. Inventory to choose from may still be a challenge in our area, however, even as interest rates remain so favorable. Regardless, I remain very optimistic that 2020 will be a great year in real estate.

We have all had to learn to pivot quickly due to changes in our markets. There have been numerous consequences to the lending environment due to the pandemic. Some guidelines initially became more restrictive and are now beginning to loosen up again. Staying positive and patient is key. Communicate often and be a resource to your partners.



KAREN HALL
@HOME REAL ESTATE

I think this year's demand is pretty much the opposite of 2008, and so there won't be a giant burst or crisis. The only crisis right now, if you ask a buyer, is the shortage of homes and losing bidding wars unless you are willing to waive all contingencies, including appraisal.

I have expanded while many contracted and waited — hired two new employees, quadrupled Facebook ad spend (which resulted in a new retargeting audience of 100,000 people), and invested in new initiatives.



CHARLET SHRINER
RE/MAX PREMIER

There is no comparison. The current pandemic is a temporary problem. The 2008 crash was because of economic issues/lending requirements and the financial markets. People overextended themselves, property values plummeted, and many people were underwater, with no way to ever recoup their losses. We do not have inflated prices. We have a temporary crisis with a government that is assisting people financially, and mortgage deferment, not defaults.

I have been doing business as usual, with precautions. Real estate is a contact sport, virtually or in person. Tough times call for modifications to keep moving forward without fear. I have been in contact with all of my clients, offering support with anything they need — not just real estate.



PIA TAYLOR
COMPASS

I was not in the business in 2008, but I did sell a house in early 2009, at the very bottom, and it was nerve-wracking. Today, the guidelines and reform that was put into place after 2008 will help us return to normal. I believe we will see a very strong seller's market, at least in the Northern Virginia market, through the end of the year, and we are already in the recovery and a return to a "normal" market. Our spring selling season has been deferred to the summer, and I think we will have a very busy summer because people will be home and making up for lost time.



JOHN "RUM" RUMCIK
RE/MAX GATEWAY

I do not expect a drop. I expect the "spring market" to go until Thanksgiving. I hope inventory increases so the current situation of not enough homes is fixed. Markets rise, markets fall. What I do is the same. I always adjust practices but never jeopardize what my core activity is. Be good at what I do to help others achieve their real estate dreams!

I haven't changed much with my core business. I continue to do what works. Be a trusted resource for my SOI. While the day-to-day practice has changed (with masks, etc.), my role as trusted advisor has not. I'm as busy as ever and don't see that changing.



CHRIS ANN CLELAND
LONG & FOSTER REAL ESTATE

Comparing the 2020 pandemic market to the crash of 2008 is like comparing apples and oranges. Agents, like me, are still experiencing tons of business in a seller-favored market. The pandemic is not affecting all buyers/sellers or all markets. Those who have been furloughed aren't in the market, but there is plenty of demand, still, with federal employees, and, in my market of Bristow/Gainesville, with relocating employees to Micron (thanks to the expansion of their plant in Manassas). The market is *great* this year, especially considering the fear of shelter-in-place. By May, it was like it had never happened.

Stayed the course with my marketing plan and did not get into pandemic-gear marketing.



DAVID NOROD
WJD MANAGEMENT

We did not experience a market plunge in 2008, that I can recall. If anything, as the sales market plummets, the rental market seems to become more robust. And *that's* why I do this [property management] for a living, rather than selling real estate!

I know the questions refer to the sales market, so I'm letting you know how the rental market has been affected by the pandemic. Basically, it has not been affected at all. Agents are showing our homes and we are securing new leases on a regular basis. Business as usual.



MOLLY FLORY
OLD REPUBLIC HOME PROTECTION

I think the "new normal" will be quite different. However, it is amazing to see how quickly Northern Virginia REALTORS® have adapted to virtual showings, presenting contracts, virtual inspections and remote closings so quickly. Real estate is selling! We have a better handle on lending now, compared to 2008. We also have funding to help keep a lot of homeowners out of the foreclosure nightmare.

Have been doing Zoom meetings, texting, calling, and emailing REALTORS® to check in on them.



RITU DESAI
SAMSON PROPERTIES

Both 2008 and 2020 have seen the worst unemployment rate. A big difference between the two periods is that 2020 has consumer confidence! Especially in the Northern Virginia housing market. We have high-tech jobs, with high incomes, in a very attractive school district. Having job security has retained the confidence of the consumer in our real estate marketplace.

Real estate is not just a monetary, but a huge emotional purchase and sale decision. Pandemic did an extra layer of anxiety and stress on everyone involved in the transaction process. Easing with open and long conversation, along with adding virtual tours, virtual meetings, and providing safety items to showings helped us to build resilience during uncertain times.

...



JULIET MAYERS
KELLER WILLIAMS REALTY

I think the market plunge in 2008 is much different than what we are experiencing right now, with COVID. We are very lucky to live in an area that is so rich in industry, government, and military employees. We have a nice bubble buffer in comparison with other areas of our country. Major cities with infrastructures such as ours do not get hit quite as hard as other, more rural, areas of the country. I think there will be more long-term effects and we might not experience a downturn in pricing in certain hot areas of the NOVA market. I think there will be some opportunities on the outskirts to buy real estate at a discount or at a lower price than what we are currently experiencing, but I am not seeing that, as yet! Prices are still the same, or higher, than they were a year ago, to date. I think the impact from COVID will be a ripple effect that will start to hit us one to two years from now.

We have stayed productive by staying in touch with past clients. We have been reaching out to see if they need anything and just to check and see how they are doing. We have continued to relationship-build, as more than half of our business is from our past clients and their referrals! We feel very lucky to get to know and stay in touch with so many people in our NOVA community. We have also gotten "Safe Showing Certified" and have COVID procedures in place for all of our listings and to support working with our buyer clients. We educate all of our buyers and sellers to adhere to those COVID-safe showing procedures and guide them through the process with patience and compassion. We are a KW team, so we have reread, *SHIFT: How Top Real Estate Agents Tackle Tough Times*, and our leader and CEO Gary Keller has been preparing us for a shift for over three years now. We feel very prepared and will learn and shift where the market takes us.



MANAVI BOESER
CENTURY 21 REDWOOD REALTY

In my opinion, the two don't compare. The 2020 housing market is a result of a health crisis, whereas in 2008, the housing market was a catalyst, resulting in prices plunging. Regardless of the current pandemic, we have only seen prices increase in Northern Virginia, and with lenders being

more strict than ever, and some requiring a 20% down payment, we are seeing much more qualified and serious buyers purchasing homes, thus continuously driving prices up.

The first goal of our business has always been to maintain a safe and comfortable environment for our clients. It was especially important to provide that same sentiment during the pandemic. We have taken our business virtual as much as possible. Whether that includes hosting virtual seminars, conducting virtual listing presentations, doing video tours for our buyers, or holding virtual closings, we adapted our business to meet the needs of our clients under the new normal.



JOSHUA ROSE
JK MOVING SERVICES

I'm no economist, so the weight of my assessment is questionable. That being said, the mood is seemingly more positive now than it was in 2008. Our corporate portfolio, fortunately, includes some MNCs that have seen growth over the last few months, and our accelerated rebound within the consumer market and the imminent resurgence of backlogged government and military moves have us feeling optimistic about the rest of 2020.

We were early adopters of multiple virtual-survey platforms, so when our enterprise implemented measures to reduce the spread of the virus, we were able to gracefully pivot to a fully remote and digital sales model by conducting virtual consultations or allowing our customers to use our AI-powered self-survey tool.

Internally, we had fully migrated to Microsoft Teams as our unified enterprise communications and collaboration platform, which was pivotal as we moved to our work-from-home policy for all office and administrative staff, and allowed us to keep our cadence with minimal impact to productivity.

As an essential service provider, our production continued, but under the strict safety guidelines put in place by the CDC and local governments. At JK Moving Services, safety comes first, followed by quality, and then production — always in that order.

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MARIETTA JEMISON

KW Metro Center

"A famous actor, during a recent award acceptance speech, said, 'Early is freedom.' What he was talking about was when you're early to your appointment, you have the freedom of time to take in the moment, prepare yourself, check out your surroundings, and put yourself mentally in

that space before you move on. I loved this bit of advice and keep this as my daily goal when I'm making my schedule and rushing around the day."



LYNDSLEY DAIGLE

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"How lucky I am to have something that makes saying goodbye so hard." —Winnie the Pooh

"This seems like a silly children's quote, but after the tragic loss of my sister six years ago, I realized that the grief we feel in loss is just the love

you had for that person looking for somewhere to go. I was so blessed to share and be part of her way-too-short life, and have been blessed to know and love so many people. When saying goodbye is hard, it is because you have been given the gift of love. Cherish those you love, they are a blessing."



DAVID NOROD

WJD Management

"We know our referral program is different and it's just a matter of getting the word out. The most critical piece is trust. Agents need to know that we are not going to compete with them on any level. When a real estate agent refers a client who hires us for property management, they're going to

be assured that we will not try to sell that client's home at some point. Their clients will remain their clients. Period. Also, we pay a generous 30 percent referral fee for these opportunities."



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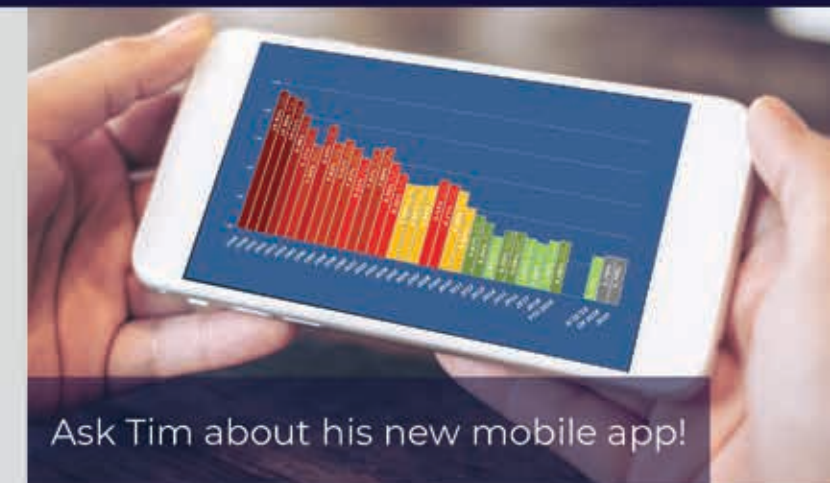
—Meredith G., Buyer's Agent

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—Kate B., Buyer's Agent

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—Sadaf A., Listing Agent



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DAVID NOROD

of WJD Management

A Rock 'N Roll Broker with a
Passion for Property Management



Born in the Finger Lakes region of Geneva, New York, David Norod is the principal broker and managing partner of WJD Management. Those who know David know he's a musician at heart.

"When I'm not working, I focus on music and my role in it as a professional bassist. I have been playing the same 1964 Fender jazz bass since the day I bought it in 1969. I can tell you, we've been through a lot together! We even survived a head-on car crash in the '70s!" he exclaims.

"I was in a NOVA-area wedding band for almost three decades and have played "Celebration" probably close to 1,200 times. Oddly, I never get tired of playing that tune. These days, I am a member of three local classic rock and R&B bands, and a substitute bass player in three more bands. Running a band is a lot like running a business, in that there are many decisions which must be made, like, what songs are we going to play, who's going to sing lead, when and where do we rehearse, who is going to book us?... Stuff like that, except with musicians," he laughs. "You get a huge helping of crazy!"

Building a Successful Property Management Firm

David landed in the real estate industry by pure happenstance. He recounts, "In college, I majored in sociology, but there isn't much you can do with that unless you have a master's in the field. A friend of mine in the mid-'80s bought a Century 21 franchise and suggested I get a license and hang it in his shop. Six months later, while working 'floor duty' on a dreary Saturday, my friend's 10-year-old daughter walked in the door and said, 'My daddy told me you haven't even sold one house yet.' This was true. I had made zero commissions, and that was all the incentive I needed to move on.

...



Photo by Adrienne Depew

••• “As I was emptying out my desk, an agent buddy of mine said, ‘You should try property management; you’d be good at it.’” And the rest, as they say, is history. Today, David runs one of the most successful and agent-friendly property management firms in Northern Virginia.

It took several years to reach this point though. He says, “When the women who founded WJD back in the ‘80s hired me to be their property manager, they were desperately trying to save a sinking ship. Their employees were all from temp agencies and had little or no knowledge of the property management business. This was truly the opportunity of a lifetime because I was able to build everything about WJD from the ground up, exactly the way I wanted it. It was, of course, a great deal of work, and it took more than a few 90-hour work weeks just to stabilize the company. But my focus, along with the great staff that I brought on board, pulled us out of the abyss and we have enjoyed steady, organic growth ever since.”

About Property Management and WJD’s Real Estate Colleagues

David acknowledges, “There is definitely such a thing as bad property management, typically the result of inadequate support. Traditionally, brokerages that offer property management services provide only minimal resources for it because it is offered primarily to string real estate sales along. For example, if a property can’t be sold for whatever reason, they put it in property management until the circumstances change and they can try again



Photo by Traci J. Brooks Studio



Photo by Adrienne Depew

to sell it. To this end, my colleagues think we are substantially overstaffed, but I am certain that our current personnel level is essential to ensure that both the owners and tenants of our 400-home inventory are served at the highest possible level.”

He adds, “What further sets WJD apart from other area brokerages engaged in property management is the fact that we do not have a sales arm. We are not involved in any manner of real estate sales and are 100 percent engaged in the business of residential property management and leasing.”

David says, “We know our referral program is different and it’s just a matter of getting the word out. The most critical piece is trust. Agents need to know that we are not going to compete with them on any level. When a real estate agent refers a client who hires us for property management, they’re going to be assured that we will not try to sell that client’s home at some point. Their clients will remain their clients. Period. Also, we pay a generous 30 percent referral fee for these opportunities.”

“I Don’t Do ‘Boss.’”

David takes great pride in his approach to doing business and employs a well-trained and experienced staff. “Knowing that the people who comprise the WJD staff enjoy working for my company matters a great deal to me. We are like a little family, and over the years, lasting friendships have been formed. We have a very flexible work environment, and everyone is on their own to do their work to the best of their ability. I avoid the traditional ‘boss’ role as much as possible, but I am always available for guidance and help if someone needs it.”

He also beams with pride when asked about his children.

“My daughter is an attorney with the Romano Law firm in Manhattan. The firm specializes in entertainment and intellectual property law, which was her focus in law school. My son has just graduated from Georgia Tech, where he earned a degree in computer engineering. Later this summer, he will be heading for Seattle, where he will be working for Amazon, earning substantially more money than I did when I was 55 years old!”

Today, David is focusing his energy on being a good father to his children, finding new ways to be innovative as a musician, and running his various real estate-related ventures.



Photo by Adrienne Depew

David Norod and Associate Broker Michelle Williams.

Located in downtown Fairfax, WJD Management has been serving the Northern Virginia market for more than 20 years. To learn more about partnering with WJD Management, visit www.wjdpm.com and look for the “For Realtors®” section. You can follow them on Facebook @wjdmanagement, on Twitter @WJDManagement, and on Instagram @wjdpm.



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What's Going On With ELECTRONIC CLOSINGS?

If you are reading this and wondering, during the age of COVID, why every real estate closing isn't being done electronically, you are not alone. The technology has been in place for quite some time, and in my company's case, since early 2018. I remember it being a huge craze and us ramping up, getting our "eNotaries" and learning how to conduct the full eClosings, only to have it really not happen the way we envisioned. Let's talk about electronic closings and the different versions.

What is an eClosing?

Electronic closings are only available in certain states in the U.S. Fortunately for us, Virginia is one of them. Meaning, the subject property has to be located in Virginia. Electronic closings are a combination of the FaceTime and DocuSign technologies that allow a buyer and seller to sign their closing documents electronically from anywhere in the world, face-to-face with the title company closer, as long as they have internet access. The benefits are no more "mail away" packages or need to sign a POA ahead of closing. It also completely eliminates people having to meet in person to sign documents. Many title companies partner with technology companies like Pavaso and NotaryCam to make it happen. As of now, there are three versions of the eClosing:

1. Hybrid eClosing. Borrowers and notary meet in person, and they sign some documents digitally and some documents traditionally. Most eClosings are of the hybrid type.

2. In-person Notarization, or IPEN. The borrower and notary public meet face-to-face. All

the documents are digital and are signed electronically on a tablet or computer and digitally notarized.

3. Remote online notarization, or RON. All documents are signed electronically, and the borrower and notary meet by webcam instead of in person.

What's Happening Now

Real estate contracts are signed electronically, you can scan your EMD to a title company via ZOCCAM application, pay your mortgage by phone, and transfer money, but it's really difficult to conduct a *full* electronic buyer-side closing. Why? The issue isn't your mortgage lender, as you might think, but instead, it's the investors behind the lender. Many investors will accept the document being signed electronically, except for the Note and Deed of Trust. Those documents need to be wet signed. In the age of COVID, that still means a closer must meet with the borrowers to sign a few documents. Many lender investors won't accept the electronically signed note or deed, so the original lenders can't sell those loans. That brings us back to the other eClosing solutions I mentioned above. Cash transactions and seller-side documents can be

signed *full* eClosing, as there are no loan documents involved.

The Future

Almost every state has made a push to allow some version of the electronic closing to occur, other than California and Maine. As we continue in this unprecedented time, I believe you will see more legislation introduced that will eventually allow the *full* real estate closing to be done electronically. The eClosing won't fully replace the traditional closing, as some people will always want to come to an office and personally sign documents, but it will provide another alternative for buyers and sellers to get to closing safely and securely anywhere in the world.



Wade Vander Molen is the Director of Sales/Marketing for Stewart Title in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005.

Wade helps real-estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

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Marietta Jemison

CRUSHING IT



» rising star

By Katie Moore
Photos by Ryan Corvello Photography

During a recent award acceptance speech, a famous actor said, “Early is freedom.”

He was talking about when you’re early to your appointment, you have the time to take in the moment, prepare yourself, check out your surroundings, and put yourself mentally in that space before you move on. This advice resonated deeply with Marietta Jemison, an agent with Keller Williams Metro Center, and she holds it as one of her daily goals.

Marietta has been licensed in real estate for the last six years and has been full-time for the past three. She not only seeks to be early and present but to exceed the expectations of her clients with each transaction.



...

...

“D.C. metro area sellers and buyers are savvy clients. They have high expectations and often need to move quickly in this demanding market,” she states. “Long-term, I will define success with the legacy I leave behind in the families I have helped to create new chapters in their lives. I am also proud to be a third-generation entrepreneur, following in the footsteps of my parents and grandparents, in creating and supporting a successful family business.”

Marietta is a second-generation Washingtonian, born in D.C. Her father was born in D.C., and her mother was born in Greece and came to the U.S. in her thirties. She is the oldest of five, and the first one in her immediate family to earn a four-year college degree. Her first love is fashion, and she went into the field of merchandising, working for Nordstrom for 14 years after college, which set the stage for offering a gold standard in product presentation and service to her clients. She then went into the legal field as a director of business development and senior account executive for a national court reporting firm for 12 years, where she fine-tuned how to manage customer expectations and to be a master networker, both proving to be priceless skills in her real estate career.

“I think I was always destined to work in real estate,” she exclaims. “I have an innate love for home. I used to travel a lot and I loved coming home. Home should be comforting. Real estate is in my core.”

Also in her core is to be positive, persistent, and a problem solver. And to genuinely care.



One of Marietta Jemison’s favorite hobbies is photography; she also uses her photography skills when preparing and staging her clients’ properties for market.



“*I treat each listing like it’s my own home and I make sure my buyers are completely comfortable in the house they’re about to buy.*”

“I care about who I am and who I represent, as a member of my family and community. I care that someone needs to sell their family’s estate, which marks the end of a chapter in their lives, and that can be hard to come to terms with. I genuinely care that my first-time buyers have a tight budget and we can’t go past it. I come to my business from a place of contribution. And I am humble and grateful that someone has chosen to open their home to me to sell or allow me to be a very special part of what is likely the largest purchase they may ever make. I treat each listing like it’s my own home and I make sure my buyers are completely comfortable in the house they’re about to buy. I am honest, genuine, and want what is best for my clients.”

Outside of the office, Marietta loves spending time with her husband and her son, especially outdoors. She is also involved with Sympatico, the Alexandria Symphony Orchestra’s children’s after-school music education program, Junior Friends of The Campagna Center, the volunteer board of the Dowden Terrace Recreation Association, and the PTA at her



son’s school, as well as supports the Justice High School Rowing program.

One of the best ways she balances work and life is to schedule time for both.

“I hold breakfast time, morning getting-ready-for-school time, and family dinner time sacred. I silence my phone during family dinner time — nothing can’t wait for 60 minutes,”

she emphasizes. “If I can keep these moments of the day sacred, I can handle the crush of everything else that comes with the lifestyle of a real estate agent.”

And crushing it all is, indeed, what Marietta does.

Marietta can be reached at mkjhomes@kw.com.



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rising star ◀◀
 By Katie Moore
 Photos by Ryan Corvello Photography

LYNDSEY DAIGLE

GRATITUDE PERSONIFIED



Lyndsey and her husband Josh.

Lyndsey Daigle exemplifies grace and empathy, not only in her transactions but throughout her life. Her favorite quote is by Winnie the Pooh: “How lucky I am to have something that makes saying goodbye so hard.” She states, “This seems like a silly children’s quote, but after the tragic loss of my sister six years ago, I realized that the grief we feel in loss is just the love you had for that person looking for somewhere to go. I was so blessed to share and be part of her way-too-short life, and have been blessed to know and love so many people. When saying goodbye is hard, it is because you have been given the gift of love. Cherish those you love, they are a blessing.”

Since becoming a real estate agent three years ago, Lyndsey feels blessed to have found a career that she loves that also allows her to balance the needs of her family. And she defines success not by money, but by presence.

“For me, success is helping my clients reach their real estate goals, earning an income to help support my family, and never missing a gymnastics meet at the same time. I do not measure my success by dollar volume. That just isn’t how I was raised. I was taught from a young age that money isn’t the be-all and end-all. Sure, it’s nice to have, but it’s also so replaceable. Your character, your honor, and your word matter so much more than the not-so-mighty dollar. Success, to me, is when my clients tell me that they are thankful I was the one by their side for their transaction.”

Lyndsey has been married to her husband Josh for 14 years. They met at married at 18 and 19 years old, and have three children: Savannah (12), Makenna (8), and son Jaxon (4). Outside of real estate, she enjoys attending her kids’ activities and cooking, baking, photography, and crafting.



nity involvement really leave no option for failure. When they say Weichert Gold ... well, they mean it! An open mind and willingness to learn was crucial to my success, and their continued support and education keep us two steps ahead.”

Giving back without expecting anything in return is also a way of life for Lyndsey. Together with her office, they support a wide variety of cancer research organizations, the local food bank, and help area children at the holidays.

“Since I began my career as a real estate agent, I have made it my purpose to not be a pushy salesperson. I want to connect to my clients and get to know them; that helps me immensely in finding the right home for them. I am a person of my word, and I value honesty and kindness above all else,” she emphasizes. “There are nearly no clients that I worked with in the past that I do not now call friends. This isn’t just a job for me, and our relationship isn’t over when they sign the closing documents. It’s not unusual to find me helping clients unload the moving truck, scrubbing a house clean before an open house, or stopping by months after the transaction has closed to let their dogs out while they are away.”

With a tremendous desire to give, Lyndsey Daigle is just beginning to embark on her real estate career with wisdom, vision, and, most of all, gratitude.

Lyndsey can be reached at (540) 735-4451 and at ldaigle@weichert.com.

...

and loves the beach. Her planner is one of the keys to her success, as she learned early on that scheduling was essential to keep her completely focused on work when she is working and completely focused on her family when she is with them.

Lyndsey also feels blessed to have started her career in real estate with Weichert, REALTORS®. “Their education, mentor programs, and constant opportunities for commu-



“

THIS ISN'T JUST A JOB FOR ME, AND OUR RELATIONSHIP ISN'T OVER WHEN THEY SIGN THE CLOSING DOCUMENTS.

Lyndsey and Josh Daigle with their children Savannah, Makenna, and Jaxon.

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By Molly Lauryssens
Photos by Ryan Corvello Photography



PAUL THISTLE

CONSUMMATE PERFORMER

W

What do Dave Matthews, Rick Springfield, and Blues Traveler have in common? Once upon a time, NOVA Real Producer Paul Thistle, of Take 2 Real Estate, and his former band, Emerald City, opened up for these mainstream bands. Back then, Paul was the lead singer and said that jamming in these packed venues was quite a rush. “I had an unbelievable time, playing in front of thousands of people, living out my mini rock-and-roll fantasy,” he recalls.

The group was formed with some of his friends from college. When they graduated, they signed on with a management company. They would also be the headliner, playing off their eight-song original album, *Eye of the Needle*, and mix in some popular cover songs by Nirvana, Guns and Roses, U2, and Pearl Jam. They toured eight states for a year, but, ultimately, they decided to call it quits because the band didn’t take off as quickly as they had hoped.



That’s when Paul decided to switch gears and started in the mortgage industry. His first job was with World Mortgage. He raved about their training program and how they invested time and money in their officers. He eventually moved to a nationwide mortgage company, and soon enough would start his own retail mortgage brokerage in 2000,

Loan Planet. For 12 years, he owned and ran this company.

But in 2008, when the mortgage meltdown happened, he decided to use that time wisely and dive into real estate, getting licensed. Lending had made him passionate about saving clients money. “I wanted to do the same in real estate,” he says. From day one, he branded himself as a full-service, discount REALTOR® and founded his business: Take 2 Real Estate. The name comes from a rebate he offers to all purchasers, where he encourages them to donate a portion of that rebate to a local food pantry and he will match their efforts. Giving back is pivotal for him. “It’s just one small way we can all give back and support our local communities in need,” Paul says.

Wicked Awesome Beginning

Paul gives his parents the credit for having led him to real estate, saying,

“My parents, God bless them, were every Realtor’s nightmare. They loved to go out and look at homes and new construction as if it were their weekend hobby.” Paul and his brother Pete would tag along. Paul fell in love with all the variations of homes and different stages and imagined all the possibilities. Incidentally, Pete owns a real estate brokerage firm in San Diego, where he lives and works to this day.

Paul grew up in New Hampshire, in a small Cape Cod-style home in New Hampshire with one bathroom for four people. Competitive by nature and a lover of sales, he says that anytime his class would sell anything, he’d have to outwork the competition so he could win the grand prize. “I enjoyed the experience of meeting new people and talking passionately about whatever I was selling at the time.”

When he was 16 years old, the family moved to Camp Hill, Pennsylvania. He attended Penn State University and got his degree in psychology. “I had a wicked awesome accent that I spent years trying to shake,” he admitted.

Real estate centers him and he takes tremendous pride in what he does. Last year, he sold 90 houses, for \$46 million, as a solo agent. With hundreds of five-star reviews under his belt, he makes sure to ask his clientele to review him to help attract others who he can help save money. This helps make his business model sustainable. “Many of my clients find me purely based on my reduced rates and fees,” he says. But that doesn’t mean they get any less service. In fact, he is dedicated, and hands-on, and strives for superior service.



The Thistle Bunch: On dock (from left to right: Cameron Thistle, Devin Thistle, Paul Thistle, Sarah Thistle); Upper stairs (Ellie Robbins, Abby Robbins); Lower stairs (Matthew Robbins, Beckett Thistle).



Paul Thistle and his wife Sarah.



“

I took advantage of the down time in the late 2000's and got my real estate license.

... Paul's immediate family is large. They love spending time at Lake Anna boating, tubing, building campfires, and making memories. He and wife Sarah each bring three kids from a previous marriage, making them the unofficial "Thistle Bunch." The oldest two, Devin and Cameron, attend Berklee College of Music, in Boston, and are pursuing a career in music performance and production (check them out online at TheThistleBros.com). Their younger brother Beckett is also an aspiring musician and loves to play baseball. Abby is a freshman at Battlefield High School and is an avid baker. Ellie is the social butterfly, and she and her sister like to entertain the family with the latest pop music. Matthew is the family artist, with a passion for drawing.

In his spare time, Paul enjoys exercising, running trails, playing tennis, and cycling all over Northern Virginia. He loves photography and has done

nearly all of it for the homes he lists. You may catch him waking up in the middle of the night to go shoot some heavy fog scenes in the D.C. area of the monuments. Or don't be surprised if you find him performing live at an open-mic night at a brewery or coffee shop near you.

In 2017, Paul did an Emerald City reunion show with the former drummer, and his two older sons joined in. "Playing some of our old covers on stage with my sons was definitely a magical moment, to say the least," he enthused, while noting he is still writing and recording music. The creative in him is always keeping in tune.



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home matters

HEALTHY HABITS FOR Working FROM Home

By Shauna Osborne

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As someone who has (successfully!) been working fully remotely since 2010, I'd like to welcome you to the telecommuting workforce! Like it or not, many of us have been relegated to our homes to perform our jobs (or some version of them) during these months of sheltering in place. As you've no doubt discovered, there's much more to working remotely than simply setting up a home office and popping into the occasional Zoom meeting. And, as we slowly begin to re-emerge into society, we will likely find that telecommuting has become a more permanent part of our work lives. This change has been coming for a long time. Establishing a handful of key habits for working from home will allow you to work smartly and effectively, making the most of this "new normal" in our professional lives:

Establish a dedicated "office" space.

As tempting as it is to work from your comfy couch and/or in front of the television, resist! To set the tone for your workday, you should physically change locations. Set up a designated, distraction-free work area, preferably with a door you can close in case your "coworkers" get noisy. If possible, invest in a quality office chair or one of the newer, ergonomically healthy choices, such as a standing desk or yoga ball chair (my personal favorite!).

Dress for work.

In the same vein, get yourself in a productive mindset by starting your day much like you would if you were going into the office.

Wake up early, take a shower, make some coffee, and get out of those sweats. They don't call it "dress for success" for nothing! Dressing for work from home has real psychological benefits in boundary-setting, impacting both how you view your company culture and yourself professionally. Plus, you'll be gorgeous for all those Skype and Zoom calls!

Set your work hours (and stick to them!).

Start and end your day at specific times, and *be strict with yourself about it*. It's tempting to let work and home lives bleed into each other since it's all happening in one place; setting solid boundaries is crucial for work-life balance and mental health!

Take breaks.

Simply put, get up and leave your workspace regularly to stretch your legs, clear your mind, and rest your eyes.

Set goals, and establish routines.

Start each day and each week with your goals and to-dos in mind; write them down if that's useful. And, some may cringe at the word "routine," but mini-routines for your workday from home can be useful in maintaining structure and flow. Predictability can be comforting, too!

Bonus tip: Stock your kitchen with healthy snacks, and drink lots of water! The "quarantine 15" is *no joke*!

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1-June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Keri K Shull	Optime Realty	121.5	\$78,428,224	233	\$154,227,408	354.5	\$232,655,632
2	Sarah A Reynolds	Keller Williams Chantilly Ventures LLC	245.5	\$123,579,632	154.5	\$71,620,112	400	\$195,199,744
3	Jennifer D Young	Keller Williams Chantilly Ventures LLC	156	\$76,024,376	44	\$24,363,220	200	\$100,387,588
4	Debbie J Dogrul	Long & Foster Real Estate, Inc.	92	\$55,311,572	70.5	\$40,630,544	162.5	\$95,942,112
5	Sue S Goodhart	Compass	33	\$31,452,188	36.5	\$32,900,650	69.5	\$64,352,840
6	Phyllis G Patterson	TTR Sotheby's International Realty	28	\$28,188,300	21	\$20,653,040	49	\$48,841,340
7	Martin K Alloy	SMC Real Estate Corp.	74	\$35,662,756	28	\$12,202,207	102	\$47,864,960
8	Janet A Callander	Weichert, REALTORS	30	\$31,453,000	12	\$11,640,000	42	\$43,093,000
9	Khalil Alexander El-Ghoul	Glass House Real Estate	35	\$22,510,990	22	\$18,351,964	57	\$40,862,952
10	Dianne R Van Volkenburg	Long & Foster Real Estate, Inc.	19.5	\$22,881,108	17	\$17,186,000	36.5	\$40,067,108
11	Cynthia Schneider	Long & Foster Real Estate, Inc.	37	\$18,499,638	34	\$21,273,340	71	\$39,772,980
12	Bruce A Tyburski	RE/MAX Executives	25	\$16,440,445	31	\$21,803,956	56	\$38,244,400
13	Christopher Craddock	Keller Williams Realty	67.5	\$21,667,760	37.5	\$16,001,300	105	\$37,669,060
14	Jean K Garrell	Keller Williams Realty	32	\$25,362,400	16	\$9,926,240	48	\$35,288,640
15	Laura C Mensing	Long & Foster Real Estate, Inc.	20	\$22,710,000	14	\$12,548,500	34	\$35,258,500
16	Michael I Putnam	RE/MAX Executives	38	\$18,719,764	34	\$16,315,765	72	\$35,035,528
17	Scott A MacDonald	RE/MAX Gateway	53	\$32,247,026	4	\$2,595,250	57	\$34,842,276
18	Lenwood A Johnson	Keller Williams Realty	44	\$19,202,690	39.5	\$14,910,668	83.5	\$34,113,360
19	Casey C Samson	Samson Properties	28	\$23,266,450	12	\$10,438,200	40	\$33,704,648
20	Jennifer L Walker	McEneaney Associates, Inc.	27.5	\$20,706,592	16.5	\$12,889,700	44	\$33,596,292
21	Kay Houghton	KW Metro Center	30	\$14,408,601	29	\$15,407,150	59	\$29,815,752
22	James W Nellis II	Keller Williams Fairfax Gateway	31	\$15,502,850	28.5	\$14,185,117	59.5	\$29,687,968
23	Nikki Lagouros	Property Collective	19	\$7,415,950	47	\$21,629,716	66	\$29,045,666
24	Janet Pearson	Pearson Smith Realty, LLC	52	\$28,940,416	0	\$0	52	\$28,940,416
25	Erin K Jones	KW Metro Center	22.5	\$11,929,942	35	\$16,617,540	57.5	\$28,547,482
26	Deyi S Awadallah	D.S.A. Properties & Investments LLC	55	\$27,599,318	1	\$619,450	56	\$28,218,768
27	Damon A Nicholas	Coldwell Banker Residential Brokerage	30	\$17,659,000	17	\$9,183,000	47	\$26,842,000
28	Carla C Brown	Toll Brothers Real Estate Inc.	47.5	\$26,776,936	0	\$0	47.5	\$26,776,936
29	Daan De Raedt	Property Collective	34	\$17,149,149	13	\$8,005,441	47	\$25,154,590
30	Eli Tucker	RLAH Real Estate	12.5	\$10,246,100	15	\$14,218,600	27.5	\$24,464,700
31	Elizabeth H Lucchesi	Long & Foster Real Estate, Inc.	15	\$14,932,615	9	\$9,308,000	24	\$24,240,616
32	Tom Francis	Keller Williams Realty	11	\$18,619,070	3	\$5,515,170	14	\$24,134,240
33	Paul Thistle	Take 2 Real Estate LLC	21	\$12,190,150	19	\$11,632,115	40	\$23,822,264
34	Raghava R Pallapolu	Fairfax Realty 50/66 LLC	7	\$3,894,085	32	\$19,639,198	39	\$23,533,284
35	Akshay Bhatnagar	Virginia Select Homes, LLC.	6	\$3,765,700	33	\$19,730,652	39	\$23,496,352

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1-June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
36	Anthony H Lam	Redfin Corporation	6	\$3,035,000	30	\$20,105,400	36	\$23,140,400
37	Gitte Long	Redfin Corporation	26	\$13,922,033	11	\$8,573,300	37	\$22,495,332
38	Barbara G Beckwith	McEneaney Associates, Inc.	10	\$13,265,600	5	\$8,655,600	15	\$21,921,200
39	Jennifer H Thornett	Washington Fine Properties, LLC	5.5	\$12,323,685	2.5	\$9,234,600	8	\$21,558,284
40	Karen E Close	Century 21 New Millennium	13	\$15,135,500	4	\$6,232,400	17	\$21,367,900
41	Lisa Dubois-Headley	RE/MAX West End	15	\$12,943,900	11	\$8,090,700	26	\$21,034,600
42	Ryan Rice	Keller Williams Capital Properties	16	\$7,589,000	23	\$13,407,000	39	\$20,996,000
43	Brian D MacMahon	Redfin Corporation	12	\$5,971,400	22	\$15,023,700	34	\$20,995,100
44	Irina Babb	RE/MAX Allegiance	29	\$15,500,833	9	\$4,925,000	38	\$20,425,832
45	Kimberly A Spear	Keller Williams Realty	14	\$7,530,076	24	\$12,548,363	38	\$20,078,440
46	Steven C Wydler	Compass	10.5	\$12,235,000	4	\$7,835,900	14.5	\$20,070,900
47	Robert T Ferguson Jr.	RE/MAX Allegiance	19	\$13,980,400	9	\$5,698,500	28	\$19,678,900
48	Margaret J Czapiewski	Keller Williams Realty	26.5	\$12,260,400	15	\$7,314,950	41.5	\$19,575,348
49	Patricia E Stack	Weichert, REALTORS	17	\$15,083,000	4	\$4,300,780	21	\$19,383,780
50	Victoria(Tori) McKinney	KW Metro Center	12	\$13,513,000	6	\$5,770,306	18	\$19,283,306
51	Timothy D Pierson	Keller Williams Realty Falls Church	9.5	\$4,989,301	22	\$14,287,501	31.5	\$19,276,802
52	Wes W Stearns	M. O. Wilson Properties	27	\$12,959,750	12	\$6,274,900	39	\$19,234,650
53	Ashley C Leigh	Linton Hall Realtors	33.5	\$14,822,950	7	\$4,402,500	40.5	\$19,225,450

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54	Raymond A Gernhart	RE/MAX Executives	10.5	\$6,528,890	21	\$12,485,820	31.5	\$19,014,710
55	Patricia Ammann	Redfin Corporation	7.5	\$3,796,012	22	\$15,172,000	29.5	\$18,968,012
56	Katie E Wethman	Keller Williams Realty	7	\$4,450,900	18	\$14,265,531	25	\$18,716,432
57	Christopher J White	Long & Foster Real Estate, Inc.	21	\$15,653,900	4	\$2,985,000	25	\$18,638,900
58	Lilian Jorgenson	Long & Foster Real Estate, Inc.	13	\$18,080,000	1	\$415,000	14	\$18,495,000
59	Christina M O'Donnell	RE/MAX West End	8.5	\$7,403,000	13	\$11,076,940	21.5	\$18,479,940
60	Kevin E LaRue	Century 21 Redwood Realty	19	\$11,007,880	10	\$7,396,990	29	\$18,404,870
61	Eve M Weber	Long & Foster Real Estate, Inc.	15	\$10,556,170	14	\$7,693,801	29	\$18,249,972
62	Dinh D Pham	Fairfax Realty Select	13	\$7,237,400	20	\$10,966,718	33	\$18,204,118
63	Laura R Schwartz	McEneaney Associates, Inc.	6	\$7,526,875	9	\$10,617,345	15	\$18,144,220
64	Paul E MacMahon	Sheridan-Mac Mahon Ltd.	5	\$4,235,000	4	\$13,800,000	9	\$18,035,000
65	Lisa T Smith	Pearson Smith Realty, LLC	15	\$11,531,600	10	\$6,386,780	25	\$17,918,380
66	Candee Currie	Redfin Corporation	25.5	\$17,847,900	0	\$0	25.5	\$17,847,900
67	Rheema H Ziadeh	Redfin Corporation	32.5	\$16,802,800	1	\$790,000	33.5	\$17,592,800
68	Melissa A Larson	KW Metro Center	10	\$14,890,900	2	\$2,698,250	12	\$17,589,150
69	Alexandra I Burrell-Hodges	Cottage Street Realty LLC	41	\$17,589,100	0	\$0	41	\$17,589,100
70	Jillian Keck Hogan	McEneaney Associates, Inc.	6.5	\$3,639,500	19.5	\$13,901,500	26	\$17,541,000
71	Kendell A Walker	Redfin Corporation	11	\$5,330,000	21	\$12,007,880	32	\$17,337,880
72	Elizabeth W Conroy	Keller Williams Realty	11.5	\$13,082,250	4	\$4,195,000	15.5	\$17,277,250
73	Carolyn A Capalbo	Long & Foster Real Estate, Inc.	20	\$11,125,580	11	\$6,008,900	31	\$17,134,480
74	Marianne K Prendergast	Washington Fine Properties, LLC	10	\$12,502,250	4	\$4,617,300	14	\$17,119,550
75	Bichlan N DeCaro	EXP Realty, LLC.	4.5	\$3,866,000	18.5	\$13,150,300	23	\$17,016,300
76	Elizabeth A Twigg	McEneaney Associates, Inc.	11	\$13,576,500	2	\$3,360,000	13	\$16,936,500
77	Katharine R Christofides	Century 21 New Millennium	7.5	\$3,565,000	23	\$13,310,510	30.5	\$16,875,510
78	Elizabeth Kline	RE/MAX 100	15.5	\$10,894,255	11.5	\$5,964,530	27	\$16,858,784
79	Daniel MacDonald	TTR Sotheby's International Realty	15	\$14,266,650	4	\$2,472,400	19	\$16,739,050
80	Lisa E Thompson	Hunt Country Sotheby's International Realty	12	\$14,950,998	1	\$1,750,000	13	\$16,700,998
81	Natalie Wiggins	Redfin Corporation	29.5	\$14,180,940	4	\$2,513,000	33.5	\$16,693,940
82	Matias Leiva	Keller Williams Chantilly Ventures LLC	12	\$6,956,400	15	\$9,607,000	27	\$16,563,400
83	Albert D Pasquali	Redfin Corporation	3	\$1,369,800	28	\$15,168,184	31	\$16,537,984
84	Diane U Freeman	Redfin Corporation	4	\$1,921,001	27	\$14,606,900	31	\$16,527,901
85	Ruth W Boyer O'Dea	TTR Sotheby's International Realty	8	\$9,049,000	4	\$7,260,000	12	\$16,309,000
86	Patricia Fales	RE/MAX Allegiance	15	\$11,562,650	7	\$4,728,153	22	\$16,290,802

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Teams and Individuals Closed Date From Jan. 1-June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
87	Joan M Reimann	McEneaney Associates, Inc.	9.5	\$6,083,908	15.5	\$10,188,936	25	\$16,272,844
88	Karen A Briscoe	Keller Williams Realty	11	\$13,866,250	4	\$2,393,977	15	\$16,260,227
89	Cathy V POUNGMALAI	Frankly Real Estate Inc	15	\$9,558,037	11	\$6,537,800	26	\$16,095,837
90	David L Smith	Coldwell Banker Residential Brokerage	2.5	\$1,244,500	25	\$14,759,000	27.5	\$16,003,500
91	Elizabeth L Kovalak	Keller Williams Realty	9	\$5,198,000	16	\$10,756,000	25	\$15,954,000
92	Cheryl L Hanback	Redfin Corporation	0	\$0	28	\$15,774,499	28	\$15,774,499
93	Denean N Lee Jones	Redfin Corporation	4	\$2,183,150	26	\$13,512,545	30	\$15,695,695
94	Megan Buckley Fass	FASS Results, LLC.	10.5	\$8,795,655	10	\$6,823,500	20.5	\$15,619,155
95	Abuzar Waleed	RE/MAX Executives LLC	17	\$7,455,200	20.5	\$8,003,499	37.5	\$15,458,699
96	Ana Lucia Ron	ANR Realty, LLC	56	\$15,456,800	0	\$0	56	\$15,456,800
97	Roy Kohn	Redfin Corporation	26	\$15,434,618	0	\$0	26	\$15,434,618
98	Micah A Corder	Washington Fine Properties, LLC	5.5	\$12,323,685	2.5	\$3,105,840	8	\$15,429,525
99	Tracy L Vitali	Coldwell Banker Residential Brokerage	14	\$8,744,400	11	\$6,648,300	25	\$15,392,700
100	Josh Dukes	KW Metro Center	11	\$4,751,200	22	\$10,593,450	33	\$15,344,650
101	Paramjit K Bhamrah	Redfin Corporation	25	\$13,522,899	2	\$1,805,000	27	\$15,327,899
102	Aaron Podolsky	Compass	10	\$5,490,162	12	\$9,683,000	22	\$15,173,162
103	Thomas E Luster	Century 21 New Millennium	35	\$15,099,600	0	\$0	35	\$15,099,600
104	Ryan R Mills	Redfin Corporation	6	\$2,914,500	21.5	\$12,079,038	27.5	\$14,993,538
105	Vicky Z Noufal	Pearson Smith Realty, LLC	18	\$13,952,525	2	\$1,015,000	20	\$14,967,525
106	Brian J Gaverth	Redfin Corporation	22.5	\$13,014,445	3	\$1,852,100	25.5	\$14,866,545
107	Fouad Talout	Long & Foster Real Estate, Inc.	4.5	\$7,607,500	8	\$7,252,687	12.5	\$14,860,187
108	Tana M Keeffe	Long & Foster Real Estate, Inc.	7	\$8,015,900	7	\$6,771,900	14	\$14,787,800

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
109	Mary Beth Eisenhard	Long & Foster Real Estate, Inc.	11	\$4,825,000	21	\$9,958,900	32	\$14,783,900
110	Kevin J Carter	RE/MAX Select Properties	11	\$6,041,100	15	\$8,680,395	26	\$14,721,495
111	Bradley W Wisley	Berkshire Hathaway HomeServices PenFed Realty	15.5	\$11,260,745	6	\$3,315,700	21.5	\$14,576,445
112	Anna Vidal	Keller Williams Realty	12	\$5,202,395	22	\$9,368,370	34	\$14,570,765
113	Julie A Zelaska	Smith & Schnider LLC	5	\$7,035,000	4	\$7,470,000	9	\$14,505,000
114	Sue G Smith	RE/MAX Premier	17	\$10,127,500	7	\$4,354,900	24	\$14,482,400
115	Mercy F Lugo-Struthers	Casals, Realtors	4.5	\$1,509,000	32.5	\$12,964,600	37	\$14,473,600
116	Charlet H Shriner	RE/MAX Premier	13.5	\$7,880,508	9	\$6,454,900	22.5	\$14,335,408
117	N. Casey Margenau	Casey Margenau Fine Homes and Estates, Inc.	7	\$8,012,800	3	\$6,303,270	10	\$14,316,070
118	William B Prendergast	Washington Fine Properties, LLC	5	\$6,962,250	6	\$7,272,500	11	\$14,234,750
119	Robyn B Bomar	Compass	11	\$8,799,800	6	\$5,314,000	17	\$14,113,800
120	William F Hoffman	Keller Williams Realty	8	\$7,128,000	7	\$6,971,780	15	\$14,099,780
121	Dina R Gorrell	Redfin Corporation	23	\$13,258,650	1	\$840,000	24	\$14,098,650
122	Danilo D Bogdanovic	Redfin Corporation	24	\$11,399,600	4	\$2,585,799	28	\$13,985,399
123	Jon Robert Appleman	Berkshire Hathaway HomeServices PenFed Realty	8.5	\$9,961,975	4	\$4,009,025	12.5	\$13,971,000
124	Lizzie A Helmig	Keller Williams Realty	5	\$2,373,000	23	\$11,487,440	28	\$13,860,440
125	Marion Gordon	KW Metro Center	14.5	\$10,239,900	4	\$3,477,500	18.5	\$13,717,400

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1-June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
126	Bhavani Ghanta	Bhavani Ghanta Real Estate Company	5	\$2,241,000	20	\$11,446,058	25	\$13,687,058
127	Gayle King	Century 21 Redwood Realty	9	\$6,520,579	13	\$7,076,079	22	\$13,596,658
128	Margaret C Richardson	Washington Fine Properties	3.5	\$5,403,275	7	\$8,170,499	10.5	\$13,573,774
129	Douglas Ackerson	Redfin Corporation	8.5	\$4,057,027	18	\$9,480,500	26.5	\$13,537,527
130	Michael C Rush	Long & Foster Real Estate, Inc.	12.5	\$7,042,500	7	\$6,475,578	19.5	\$13,518,078
131	Jeddie R Busch	Coldwell Banker Residential Brokerage	6	\$4,492,990	13	\$9,010,865	19	\$13,503,855
132	William S Gaskins	Keller Williams Realty Falls Church	12	\$8,937,564	5	\$4,545,900	17	\$13,483,464
133	Ahmad T Ayub	Redfin Corporation	6.5	\$3,497,000	19	\$9,960,300	25.5	\$13,457,300
134	Mara D Gemond	Redfin Corporation	4	\$2,333,000	17	\$11,058,400	21	\$13,391,400
135	William R Davis	Century 21 New Millennium	14	\$9,873,228	4	\$3,485,000	18	\$13,358,228
136	Michelle Walker	Redfin Corporation	9	\$3,890,000	18	\$9,461,589	27	\$13,351,589
137	Andrew J Biggers	Keller Williams Realty Falls Church	12	\$8,757,564	7	\$4,536,525	19	\$13,294,090
138	Michael B Dotterweich	RE/MAX Gateway, LLC	10.5	\$7,759,000	7	\$5,435,000	17.5	\$13,194,000
139	Catherine M Davidson	McEnearney Associates, Inc.	6	\$5,284,950	8	\$7,908,990	14	\$13,193,940
140	Kamal Parakh	Customer Realty LLC	9	\$4,139,245	11	\$9,048,500	20	\$13,187,745
141	Ruth M Cotter	Redfin Corporation	29	\$13,180,600	0	\$0	29	\$13,180,600
142	Jacob Smith Hamilton	KW Metro Center	11	\$6,755,500	11	\$6,388,300	22	\$13,143,800
143	Nathan Daniel Johnson	Keller Williams Capital Properties	21	\$8,406,800	9.5	\$4,736,600	30.5	\$13,143,400
144	Jason Cheperdak	Samson Properties	6	\$2,746,350	21.5	\$10,380,650	27.5	\$13,127,000
145	Lyssa B Seward	TTR Sotheby's International Realty	9.5	\$6,076,000	8	\$6,998,588	17.5	\$13,074,588

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
146	Jon B DeHart	Long & Foster Real Estate, Inc.	12	\$6,841,810	12	\$6,212,400	24	\$13,054,210
147	Ashraf Morsi	Keller Williams Realty	15	\$9,910,112	5	\$3,123,000	20	\$13,033,112
148	Jill Judge	Keller Williams Realty	7.5	\$3,952,100	19	\$9,045,200	26.5	\$12,997,300
149	Alexander J Bracke	Pearson Smith Realty, LLC	20.5	\$10,562,653	6	\$2,395,000	26.5	\$12,957,653
150	Danielle M Dedekind	Keller Williams Realty/Lee Beaver & Assoc.	15	\$6,651,700	12.5	\$6,284,450	27.5	\$12,936,150
151	Heather E Heppe	RE/MAX Select Properties	11	\$8,798,300	6	\$4,034,833	17	\$12,833,133
152	Troy J Sponaugle	Samson Properties	5	\$2,951,408	15.5	\$9,873,630	20.5	\$12,825,038
153	Michael McConnell	Redfin Corporation	5.5	\$2,312,950	21	\$10,485,377	26.5	\$12,798,327
154	Branden L Woodbury	Redfin Corporation	28	\$10,545,198	6	\$2,244,700	34	\$12,789,898
155	Shahab Sariri	Redfin Corporation	21	\$12,181,046	1	\$565,000	22	\$12,746,046
156	Brian Siebel	Compass	1	\$755,000	13	\$11,949,650	14	\$12,704,650
157	Brad Kiger	KW Metro Center	14.5	\$7,335,424	6	\$5,289,900	20.5	\$12,625,324
158	Benjamin J Grouby	Redfin Corporation	22	\$12,517,165	0	\$0	22	\$12,517,165
159	Dilyara Daminova	Samson Properties	5	\$2,023,400	28	\$10,469,100	33	\$12,492,500
160	Heather Carlson	RE/MAX Allegiance	11	\$6,168,400	9	\$6,317,240	20	\$12,485,640
161	Vladimir Dallenbach	TTR Sotheby's International Realty	4	\$2,885,000	13	\$9,574,167	17	\$12,459,167
162	Kelly L Gaitten	Berkshire Hathaway HomeServices PenFed Realty	13	\$8,823,400	5	\$3,603,525	18	\$12,426,925
163	Jon C Silvey	Pearson Smith Realty, LLC	11	\$7,952,000	6	\$4,422,760	17	\$12,374,760
164	Ryane Johnson	Keller Williams Capital Properties	16	\$7,309,250	10	\$5,031,388	26	\$12,340,638
165	Natalie Vaughan	Compass	5	\$4,719,900	7	\$7,601,645	12	\$12,321,545
166	To-Tam Le	Redfin Corporation	1	\$350,000	22	\$11,915,930	23	\$12,265,930
167	Spencer R Marker	Long & Foster Real Estate, Inc.	13	\$9,091,200	5	\$3,167,900	18	\$12,259,100
168	Monique H Craft	Weichert, REALTORS	14	\$6,848,950	9.5	\$5,391,750	23.5	\$12,240,700
169	Brad C Kintz	Long & Foster Real Estate, Inc.	17	\$11,012,090	2	\$1,098,000	19	\$12,110,090
170	William E Close	KW Metro Center	9	\$4,190,000	12	\$7,904,000	21	\$12,094,000
171	Deborah D Shapiro	TTR Sothebys International Realty	5.5	\$4,029,500	9	\$8,021,000	14.5	\$12,050,500
172	Megan E Duke	Keller Williams Realty	6.5	\$5,111,900	8.5	\$6,930,100	15	\$12,042,000
173	Natalie H McArtor	Long & Foster Real Estate, Inc.	15.5	\$7,978,427	8	\$4,056,077	23.5	\$12,034,504
174	Thomas R Moffett Jr.	Redfin Corporation	18	\$9,964,850	4	\$2,068,100	22	\$12,032,950
175	Jessica S Richardson	Compass	5	\$3,001,000	10	\$8,950,400	15	\$11,951,400
176	Yony Kifle	KW Metro Center	3.5	\$1,424,250	24	\$10,521,880	27.5	\$11,946,130
177	Catherine B DeLoach	Long & Foster Real Estate, Inc.	9.5	\$6,870,290	5	\$5,060,000	14.5	\$11,930,290
178	Guy F Golan	Redfin Corporation	2.5	\$1,105,000	17	\$10,805,513	19.5	\$11,910,513
179	Kristin V Burns	Century 21 Redwood Realty	12	\$5,521,900	12	\$6,352,913	24	\$11,874,813

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TOP 200 STANDINGS

Teams and Individuals Closed Date From Jan. 1-June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Jon P Blankenship	Pearson Smith Realty, LLC	9.5	\$6,273,750	10	\$5,601,000	19.5	\$11,874,750
181	Rachel A Bleha	Compass	8	\$6,142,000	6	\$5,673,775	14	\$11,815,775
182	Andrea M Hayes	Living Realty, LLC.	14	\$7,096,498	8.5	\$4,716,932	22.5	\$11,813,430
183	Gabriel Deukmaji	KW Metro Center	12.5	\$9,521,202	2	\$2,249,900	14.5	\$11,771,102
184	Amy Vander Linden	Compass	5	\$6,325,000	5	\$5,410,000	10	\$11,735,000
185	Brett D Rice	RE/MAX Executives	6	\$6,037,000	5	\$5,685,700	11	\$11,722,700
186	Linh T Aquino	Redfin Corporation	25	\$10,945,950	2	\$763,100	27	\$11,709,050
187	Tammy L Roop	Century 21 New Millennium	22	\$10,018,900	6	\$1,684,800	28	\$11,703,700
188	Tracy B Dunn	McEneaney Associates, Inc.	8	\$5,384,000	8	\$6,244,500	16	\$11,628,500
189	Lauren A Bishop	McEneaney Associates, Inc.	4	\$4,488,800	7	\$7,127,300	11	\$11,616,100
190	Mary Allen-Zombro	Samson Properties	24	\$11,606,313	0	\$0	24	\$11,606,313
191	Sean Ragen	Keller Williams Realty Falls Church	17.5	\$11,061,900	1	\$525,000	18.5	\$11,586,900
192	Diane V Lewis	Washington Fine Properties, LLC	8.5	\$8,690,500	2	\$2,837,370	10.5	\$11,527,870
193	Lauryn E Eadie	Keller Williams Realty	12	\$6,351,150	9	\$5,125,500	21	\$11,476,650
194	Sharon Wildberger	TTR Sotheby's International Realty	4.5	\$4,250,600	10.5	\$7,204,900	15	\$11,455,500
195	Sungjin S Kim	Keller Williams Realty	5.5	\$2,888,200	12	\$8,533,500	17.5	\$11,421,700
196	Sandra Shimono	Redfin Corporation	2	\$695,000	18	\$10,724,188	20	\$11,419,188
197	Katherine D Colville	Century 21 Redwood Realty	15.5	\$7,300,150	8	\$4,091,500	23.5	\$11,391,650
198	Lymaris Lee Hosage	Federated Realty, LLC	25	\$11,367,840	0	\$0	25	\$11,367,840
199	Lisa B Joy	McEneaney Associates, Inc.	3	\$8,005,000	1	\$3,350,000	4	\$11,355,000
200	Cristina B Dougherty	Long & Foster Real Estate, Inc.	10	\$5,922,100	9	\$5,422,400	19	\$11,344,500

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